



## **Donald Guerra, P.E.**

As Principal of Land Asset Strategies (LAS), Mr. Guerra brings over 32 years of experience in real estate project management and master planned community operations to the LAS team. He is responsible for the company's land under management and provides leadership in the financial disciplines, including all pro-forma modeling for client projects.

Mr. Guerra has vast experience in a wide range of entitlement and development. Mr. Guerra has had leadership roles in projects ranging from 2,800 lot master planned communities, to 400-acre commercial industrial properties, to 350 unit mixed-use residential and commercial developments. Mr. Guerra currently sits on the board of eight metropolitan districts, and has significant experience in infrastructure design, development and financing. Property acquisition, agreement negotiations and preparation, site planning and design, metro district formation, property entitlement and construction management and oversight are all within Mr. Guerra's portfolio of expertise.

Mr. Guerra's most recent executive leadership role is with Summit Powder Mountain (SPM), a ski resort, hospitality/event center and residential real estate development company located in Eden, Utah. Mr. Guerra held various positions within the executive management team of the company, including CFO and Director of Development. During his tenure with SPM, Mr. Guerra oversaw an extensive clean-up of historical financial results and corporate liabilities, was instrumental in improving investor and governmental relations, established financial and operational best practices and oversaw real estate development and operations.

Prior to accepting the leadership role within SPM, Mr. Guerra was focused solely on the development of Seven Stones, a new botanical gardens cemetery located in Douglas County, Colorado. Mr. Guerra co-founded Seven Stones and remains one of four general partners in the business, although he is no longer involved in day-to-day operations. As an active and key partner, Mr. Guerra was instrumental in the development of the Seven Stones concept and business plan and led the team in the procurement of financing for the company and the entitlement and construction of the initial Seven Stones facility south of Chatfield Reservoir.

Operationally, Mr. Guerra served as the Director of Planning and Development at Anthem Colorado, a 2,659-acre mixed use master planned community situated in Broomfield, Colorado. Mr. Guerra and his land development team were responsible for managing the planning, design, approval and construction processes for all land development improvements associated with the Anthem Colorado community.

Before joining Pulte Homes/Del Webb at Anthem Colorado, Mr. Guerra was a partner with V3 Consultants, a civil engineering consulting firm with offices in Chicago, Denver and Phoenix. In his most recent role as the Managing Principal of V3's Denver office, V3 Colorado was established as one of the premier engineering firms in Colorado's Front Range and grew its business significantly during Mr. Guerra's tenure.

Mr. Guerra's professional career began with McMahon Associates in 1992 after graduating from Purdue University with a Bachelor of Science Degree in Civil Engineering.